

Message Text

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ACTION DOTE-00

INFO OCT-01 EUR-12 ISO-00 SS-15 OES-03 CAB-02 CIAE-00

DODE-00 EB-07 INR-07 NSAE-00 FAA-00 INRE-00 L-02

SSO-00 /049 W

----- 058486

O P 161600Z MAY 75

FM AMEMBASSY MOSCOW

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C O N F I D E N T I A L MOSCOW 6821

E.O. 11652 GDS

TAGS: ETRD, ETRN, EEWT, UR, US

SUBJECT: SOVIET AIR TRAFFIC CONTROL PROJECT

USDOC FOR BEWT/DOWNEY

REF: A. MOSCOW 6648 B. MOSCOW 4218 C. MOSCOW 3464

1. SUMMARY. LATEST ROUND OF DISCUSSIONS BETWEEN SPERRY-UNIVA REPS AND OFFICIALS OF SOVIET MINISTRY OF CIVIL AVIATION AND STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY PRODUCED CONFLICTING SIGNALS AS TO SOVIET INTENTIONS ON AIR TRAFFIC CONTROL CONTRACT. MINISTRY OF CIVIL AVIATION OFFICIAL, FOR FIRST TIME, ATTRIBUTED SOVIET RELUCTANCE TO GIVE CONTRACT TO UNIVAC TO DOUBTS ABOUT EXTENT TO WHICH FEDERAL AVIATION AGENCY PREPARED PROVIDE ASSISTANCE WITH SYSTEM. EMBASSY BELIEVES WE SHOULD SEEK TO OVERCOME THESE DOUBTS, ALTHOUGH TIME APPEARS TO BE SHORT. END SUMMARY.

2. SPERRY-UNIVAC REP SLIMAK MET WITH COMMATT MAY 16 FOLLOWING MEETINGS WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY AND MINISTRY OF CIVIL AVIATION. SLIMAK REPORTED THAT AT STATE COMMITTEE HE WAS GIVEN RATHER SOOTHING MESSAGE THAT NO DECISION WAS IMMINENT ON ATC CONTRACT AND THAT SPERRY SHOULD NOT "PANIC."

3. ATMOSPHERE AT MINISTRY OF CIVIL AVIATION, WHERE SLIMAK MET
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FOR TWO HOURS WITH MME. ANODINA, WAS QUITE DIFFERENT. HE REPORTED

THAT MME. ANODIAN SAID CONTRACT WOULD EITHER BE CONCLUDED WITHIN NEXT MONTH OR "VERY LONG" DELAY WOULD ENSUE. WHEN ASKED WHY SPERRY-UNIVAC OFFER HAD NOT BEEN ACCEPTED, MME. ANODIAN DENIED THAT HIGHER PRICE, COMPARED WITH STANSAAB OFFER, HAD BEEN A FACTOR. RATHER, SHE MAINTAINED THAT SOVIETS WERE UNSURE ABOUT EXTEND TO WHICH FAA WAS PREPARED TO SUPPORT U.S. ATC SYSTEM, PARTICULARLY IN SOFTWARE AREA. SHE TOLD SLIMAK THAT ON SEVERAL OCCASIONS, SHE HAD ATTEMPTED TO OBTAIN FROM FAA A DEFINITE COMMITMENT TO PROVIDE SOFTWARE ASSISTANCE, BUT THAT SUCH A COMMITMENT HAD NOT RPT NOT BEEN FORTHCOMING. MOREOVER, SHE SAID SHE HAD BEEN UNABLE TO OBTAIN FROM FAA A COMMITMENT AS TO COST, IF ANY, OF THIS ASSISTANCE. IN ADDITION, ANODINA MAINTAINED THAT FAA HAD DECLINED TO GIVE UNDERTAKING THAT IT WOULD APPROVE EXPORT TO USSR OF TECHNOLOGICAL IMPROVEMENTS IN ARTS-III SYSTEM. SLIMAK ADVISED THAT ANODINA WAS PARTICULARLY CONCERNED ABOUT A REFINEMENT RECENTLY MADE IN ARTS-III WHICH ALLOWS FOR AUTOMATIC SHIFT TO BACK-UP SYSTEMS IF ELEMENTS OF PRIMARY SYSTEM FAIL.

4. ANOTHER POINT RAISED BY ANODINA CONCERNED SPERRY-UNIVAC EN ROUTE SYSTEM, WHICH HAS RECENTLY BEEN INSTALLED IN ALASKA. SPERRY-UNIVA OFFER HAS, FROM OUTSET, COVERED TERMINAL SYSTEM ONLY, BUT SPERRY REPS HAD MADE CLEAR THAT SHOULD SOVIETS WISH TO ACQUIRE EN ROUTE SYSTEM AFTER INSTALLATION OF TERMINAL SYSTEM, SPERRY WOULD BE PREPARED TO OFFER SYSTEM INSTALLED IN ALASKA. HOWEVER, ANODINA CLAIMED THAT WHEN SHE MENTIONED THIS POSSIBILITY IN DISCUSSIONS WITH FAA REPS, LATTER HAD DISMISSED SPERRY'S ALASKA EN ROUTE SYSTEM AS TECHNOLOGICALLY NOT ADVANCED.

5. COMMENT: ALTHOUGH HOUR IS LATE, EMBASSY BELIEVES IMPORTANCE OF ATC CONTRACT WOULD JUSTIFY ADDITIONAL EFFORT. IF ANODINA WAS SINCERE IN HER STATEMENTS TO SLIMAK, IT WOULD APPEAR THAT LETTER FROM ACTING FAA ADMINISTRATOR TO MINISTER OF CIVIL AVIATION BUGAYEV, WITH COPY TO DEPUTY CHAIRMAN ALEKSENKO OF STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY, WOULD BE USEFUL. LETTER SHOULD OUTLINE SUPPORT WHICH FAA PREPARED TO PROVIDE, AND COST (IF ANY) IN CONNECTION WITH SOVIET PURCHASE OF U.S. ATC SYSTEM. POINT THAT SUCH SUPPORT WOULD NOT BE AVAILABLE IF NON-U.S. SYSTEM ACQUIRED SHOULD ALSO BE MADE ONCE AGAIN, IN FACT THAT THIS REALITY DOES NOT APPEAR TO HAVE SUNK IN AMONG ALL SOVIETS INVOLVED. FOR MAXIMUM EFFECT, TEXT OF LETTER SHOULD BE SENT CONFIDENTIAL

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TELEGRAPHICALLY TO EMBASSY FOR TRANSMISSION TO SOVIETS. FYI: ASSUMING THAT DECISION ON CONTRACT NOT MADE BY THAT TIME, UPCOMING DISCUSSION SCHEDULED BEGIN JUNE 9 UNDER TRANSPORTATION AGREEMENT WOULD PROVIDE OPPORTUNITY FOR FAA REPS FURTHER TO EXPLAIN NATURE OF SOFTWARE SUPPORT WHICH WOULD BE AVAILABLE IF U.S. ATC SYSTEM ACQUIRED. END FYI.
STOESSEL

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